

## **Chapter III**

### **Perception of Malaysian Entrepreneurs (Analysis)**

#### **3.1 Introduction:**

The background of Afghanistan mineral resources, related survey, investigation and exploitation have been covered in chapter I, and some of the Afghanistan's important minerals were mentioned in chapter II of this study, which has highlighted the quality and quantity of these resources.

As mentioned in the research methodology, the data from the respondents were analyzed through SPSS (A computer software for computations). The following is the analysis and the findings of this research.

#### **3.2 Findings:**

Majority of responses were received from Malay Chamber of commerce and Industry Malaysia, which is 45.4 percent. One of the reasons that contributed to the higher number of responses from Malay Chamber of commerce was probably the arrangements made by the Technical and research office of the chamber in distributing the questionnaires and making personal contact to all respondents. Table (3.2-A)

**Membership of Chambers of Commerce Table: (3.2-A)**

Membership of Chambers of Commerce	Frequency	Percent
Malay Chamber of Commerce and Industry Malaysia	83	45.4
Associated Chinese Chamber of Commerce and Industry Malaysia	61	33.3
Indian Chamber of Commerce and Industry Malaysia	39	21.3
Total	183	100.0

A cross tabulation of the answers give by the respondents in each chamber of commerce and their managerial position revealed interesting aspects of the research.

### 3.2.1 Companies seeing a role have shown more interest;

The number of responses from various industries shown in table (3.2.1-A), (3.2.1-B), indicates that industries like infrastructure, steel industry, electronics manufacturing, Electrical-manufacturing and housing have higher scores followed by power generation, telecommunications, textile, gas and oil. It can be said that the companies who see a role for themselves in the reconstruction and rehabilitation of Afghanistan, have shown more interest in answering the questionnaire, table (3.2.1-A), (3.2.1-B).

**Local entrepreneurs \* Membership of Chambers of Commerce Table (table (3.2.1-A)**

Type of business, local entrepreneurs	Membership of Chambers of Commerce			Total
	Malay Chamber of Commerce and Industry Malaysia	Associated Chinese Chamber of Commerce and Industry Malaysia	Indian Chamber of Commerce and Industry Malaysia	
Textile	3	1	2	6
Housing	7	6	3	16
Infrastructure	9	3	3	15
Power Generation	2	6	2	10
Oil & Gas		2		2
Telecommunication			1	1

Steel Industry	6	5	4	15
Auto-Mobile	2			2
Electronics Manufacturing	7	3	3	13
Electrical Manufacturing	8	5	5	18
Total	44	31	23	98

**Type of business, International entrepreneurs \* Membership of Chambers of Commerce Table (3.2.1-B)**

Type of business, International entrepreneurs	Membership of Chambers of Commerce			Total
	Malay Chamber of Commerce and Industry Malaysia	Associated Chinese Chamber of Commerce and Industry Malaysia	Indian Chamber of Commerce and Industry Malaysia	
Textile	2	4	1	7
Housing	4	1	2	7
Infrastructure	9	5	1	15
Power Generation	3	3	2	8
Oil & Gas	1	1		2
Telecommunication	1	1		2
Steel industry	8	3	3	14
Auto-Mobile	1		2	3
Electronic Manufacturing	5	3	2	10
Electrical Manufacturing	2	6	4	12
Total	36	27	17	80

### 3.2.2 The Chamber of Commerce membership and Respondents:

It can be seen that Members of Malay Chamber of Commerce and Industry constitute almost close to 50% of the total number of respondents. Table (3.2.2-A) shows that a higher percentage of Managers in the higher managerial positions in the Malay Chamber of Commerce and Industry responded comparing to other two chambers of commerce.

Higher percentage of respondents and higher managerial positions in the Malay Chamber of Commerce and Industry can be attributed either to the personal interest of the research office of the said chamber or the close affiliation of Malays to Afghanistan from the cultural and religious perspective.<sup>1</sup>

**Total number of respondents in each chamber\* management positions, Table (3.2.2-A)**

Management positions	Malay Chamber of commerce	Chinese Chamber of commerce	Indian Chamber of Commerce
Chief Executive	32.09	14.75	17.94
Executive Officer	18.5	22.9	35.89
Manager	19.7	13.1	7.69
Directing Manager	11.1	19.6	7.69
Director	16.04	8.19	7.69
Others	2.46	8.19	7.69
Percentage according to the Total number of responses.	45.4	33.3	21.3

Although the percentage of Chinese respondents is more than the percentage of respondents from the Indian Chamber of Commerce, however, in both the Chambers it is seen that a higher number of the respondents are executive officers.

### 3.2.3 Level of information in the higher managerial positions:

The review of first question in part II of the questionnaire, shown in table (3.2.3-A), indicates that while Afghanistan is a central Asian Country, most of the respondents have placed Afghanistan between Central Asia and South Asia. Thus, it can be said that majority of the respondents are not sure as to the real location of Afghanistan. The correct answer scores third in the order of percentage. The second largest group of respondents places Afghanistan in West Asia. Some odd cases are observed placing Afghanistan in

<sup>1</sup> To the researcher's understanding both of these two factors could have made the difference, since the attachment of Malays to Muslims and the specific interest of the research office of was clearly evident even



Southeast Asia.<sup>2</sup> It can safely be concluded that although 19.1 percent of respondents have given correct answer, majority of them have very little knowledge of Afghanistan's location.

**General Information, Location of Afghanistan Table (3.2.3-A)**

Locations		Frequency	Percent
	West Asia	59	32.2
	Southeast Asia	1	.5
	<b>Central Asia</b>	<b>35</b>	<b>19.1</b>
	South Asia	21	11.5
	Between Central Asia and South Asia	64	35.0
	Total	180	98.4
Missing	12.00	3	1.6
Total		183	100.0

Table (3.2.3-B) shows the percentage of responses for various Chambers of Commerce and indicates that the highest percentage of respondents in the Malay chamber of commerce (26.5%) have attempted the right answer, followed by Chinese Chamber of Commerce and Indian Chamber of Commerce each (13.1%) and (12.8%) respectively. The table also shows that (34.9%) of total respondents have tried to put Afghanistan in between Central Asia and West Asia, a clear situation of uncertainty. The respondents, not being sure as to the correct answer, have chosen the safe side. While the scores show a lower level of information about Afghanistan, it appears that larger number of members of Malay Chamber of commerce and Industry has responded correctly. Once again the

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during the interview with the Secretary General of the Malay Chamber of Commerce and Industry.

researcher could not find any other factor contributing to this higher number of incidence, other than close cultural and religious affiliation of both Afghan and Malay Societies.<sup>3</sup>

**Membership of Chambers of Commerce \* General Information, Location of Afghanistan**  
**Table (3.2.3-B)**

Membership of Chambers of Commerce	General Information, Location of Afghanistan					Total
	West Asia	Southeast Asia	Central Asia	South Asia	Between Central Asia and South Asia	
Malay Chamber of Commerce and Industry Malaysia	21.6	1.2	26.5	9.6	38.5	97.5
Associated Chinese Chamber of Commerce and Industry Malaysia	44.2		13.1	11.4	31.1	100
Indian Chamber of Commerce and Industry Malaysia	35.8		12.8	15.3	33.3	97.4
Total	32.2	0.5	19.1	11.4	34.9	98.3

When the management positions were cross-tabled with the corresponding answers to the same question, table (3.2.3-C). The percentage of correct responses in the upper managerial positions is higher in comparison to lower managerial positions. Six point five percent of chief executives and 6.5 percent of executive officers come under the category of those who have chosen the right answer. Constituting almost 57 percent of the total correct responses, it reflects the higher level of knowledge and information about Afghanistan, on the part of managers in the higher echelons of business and industries in

<sup>2</sup> There is a general consistency in the answers to all the questions in this part of the questionnaire. Even the responses in interviews were highly in consistency with the given answers.

<sup>3</sup> A strong support to this assumption could come from the involvement of Malay NGOs and Malay based governmental institutions like *Posat Islam*, Malaysian Red Crescent Society, ABIM (*Angkatan Belia Islam Malaysia*) the English equivalent of (Muslim youth movement of Malaysia), during the invasion of Afghanistan by the forces of the then Soviet Union, (1978-1990).

almost all of the three chambers. Further, table (3.2.3-C) reiterates the common assumption, as shown in table (3.2.3-B) that the general level of information about Afghanistan and its economical potentials among Malaysian entrepreneurs is considerably low.<sup>4</sup>

**Management Position \* General Information, Location of Afghanistan Table (3.2.3-C)**

Management Position	General Information, Location of Afghanistan					Total
	West Asia	Southeast Asia	Central Asia	South Asia	Between Central Asia and South Asia	
Chief Executive	4.3	0.5	6.5	3.2	7.1	21.8
Executive Officer	7.6		6.5	3.8	9.2	27.3
Manager	6		2.1	1.6	4.9	14.7
Directing Manager	4.3		1.6		7.1	13.1
Director	4.3		1.6	2.1	3.2	11.4
Other	4.4		0.5	0.5	2.7	8.7
Total	31.6	0.5	19.1	11.4	34.4	97.2

### 3.2.4 Historical Trade Root and knowledge of Respondents:

Respondents were asked to indicate the correct location of historical trade root (Silk Route) emanating from China and India, crossing from Afghanistan onward to Middle East and Caucasus Region, reaching Roman Empire in Europe, table (3.2.4-A). Majority of the respondents (39.3 percent) have selected the wrong option, which compare to the correct answer, a percentage of 26.2 is very high. Confirming the initial inference that the majority of the respondents lack sufficient information needed for any feasibility study in the field of international trade and investment.

<sup>4</sup> The higher level of information among the senior entrepreneurs is one of the few positive outcomes of this research that well was supported during the interviews of all the three chambers of commerce. During the interviews in the chambers, it was observed that most of Chambers high-ranking officers were informed more than their subordinates. For instance the researcher was strongly encouraged during the initial interviews of various chambers of commerce by the level of knowledge and understanding of all the secretary generals and their participating colleagues in the interview.

General Information, History of Silk Root, Table (3.2.4-A)

		Frequency	Percent
	India-China-Magnolia-Central Asia-Roman Empire	72	39.3
	India-Burma-Thailand-Malaysia	8	4.4
	Korea-China-Vietnam-Kampuchea	7	3.8
	<b>India and China-Afghanistan-Iran-Middle East-Roman Empire</b>	<b>48</b>	<b>26.2</b>
	Jordan-Lebanon-Turkey-Europe	46	25.1
	Total	181	98.9
Missing	12.00	2	1.1
Total		183	100.0

Tables (3.2.4-B), (3.2.4-C) and (3.2.4-D) reflects a similar picture of the respondents' knowledge to preceding outcomes with a slight shift in the score of Malay Entrepreneurs. The respondents in the Malay Chamber of Commerce had a higher score in choosing the correct answer in the question regarding the location of Afghanistan, where as in the next question regarding the direction of silk root and its path, table (3.2.4-B), Chinese Entrepreneurs have scored higher. The factor responsible for this shift in the scores of chamber members could be the historical linkage of silk root to China that might have played a role. The respondents from Chinese Chamber of Commerce appear to be more familiar with the roots and the origin of silk root that started from Historical China.

**Membership of Chambers of Commerce \* General Information, History of Silk Root Through Afghanistan**  
**Table (3.2.4-B)**

Membership of Chambers of Commerce		Roots					Total
		India-China-Magnolia-Central Asia-Roman Empire	India-Burma-Thailand-Malaysia	Korea-China-Vietnam-Kampuchea	India and China-Afghanistan-Iran-Middle East-Roman Empire	Jordan-Lebanon-Turkey-Europe	
	Malay Chamber of Commerce and Industry Malaysia	43.3	2.4	3.6	22.8	22.7	100
	Associated Chinese Chamber of Commerce and Industry Malaysia	36	2.4	3.6	32.7	21.3	98.3
	Indian Chamber of Commerce and Industry Malaysia	22.9	6.5	1.6	14.7	16.3	62.6

Looking at the table (3.2.4-C), it increasingly supports the initial findings that larger number of managers at the higher managerial position have selected the correct answer, thus, indicating the higher level of information about Afghanistan in the higher managerial posts. The percentage for the correct answer is 4.9 percent for the Chief Executive, 4.9 percent for Executive Officer. The percentages continue to slide downward in the lower level of managerial positions.

**Management Position \* General Information, History of Silk Root Through Afghanistan Table (3.2.4-C)**

Management Position		General Information, History of Silk Root Through Afghanistan					Total
		India-China-Magnolia-Central Asia-Roman Empire	India-Burma-Thailand-Malaysia	Korea-China-Vietnam-Kampuchea	India and China-Afghanistan-Iran-Middle East-Roman Empire	Jordan-Lebanon-Turkey-Europe	
	Chief Executive	8.1	0.5	1.09	4.9	7.6	22.4
	Executive Officer	12.5	1.09	1.63	4.9	7.1	27.3
	Manager	5.4	1.09	0.5	4.3	3.2	14.7
	Directing Manager	3.8	0.5		7.1	1.63	13.1
	Director	3.8	1.09		2.7	3.8	11.4
	Other	5.4		0.5	1.09	1.63	8.7
	Total	39.3	4.3	3.8	25.1	25.1	97.1

**3.2.5 Knowledge of Mineral Resources and preference of Respondents:**

The answers to the questions measuring the knowledge of the respondents about the mineral resources in Afghanistan and the preference they give to invest in Afghanistan, strongly supports the initial assumption of the hypothesis of the research, table (3.2.5-A). The data in this table indicates that most of the respondents are not either informed or less informed about the mineral resources of Afghanistan.

**General Information, about Mineral Resources In Afghanistan. Table (3.2.5-A)**

General Information about Mineral Resources In Afghanistan		Frequency	Percent
	Less Informed	81	44.3
	Not Informed	102	55.7
	Total	183	100.0

The same trend is repeatedly observed in the question regarding the respondents' investment preference, table (3.2.5-B). In answering this question almost all the respondents either do not prefer or less prefer to invest in Afghanistan, which beyond any doubt indicates a complete lack of interest and lack of information on the part of respondents.

Investment In Afghanistan and Malaysian Investors Preference, Table (3.2.5-B)			
Investment In Afghanistan and Malaysian Investors Preference		Frequency	Percent
	Less Preferred	100	54.6
	Not Preferred	83	45.4
	Total	183	100.0

Strikingly, the analysis of the data from these two questions shown in table (3.2.5-A) and (3.2.5-B) places the observer in complete darkness as to why almost the total majority of the respondents have chosen two similar answers in two different questions.

A very important answer was found when the responses to another question in the questionnaire regarding the main factors for the absence of the Malaysian investors in Afghanistan was analyzed through SPSS, table (3.2.5-C). The data in this table indicates that almost 52 percent of the respondents have indicated “political instability” as the main reason for the absence of Malaysian investors in Afghanistan. The second larger group has indicated “economically not beneficial” as the factor responsible for the absence of Malaysian Investors, followed by factors like, “lack of information” and “distance”, respectively table (3.2.5-C).

**Factors responsible for the Absence of Malaysian Investors in the Economic Development of Afghanistan table (3.2.5-C)**

	Frequency	Percent
Lack of Information on Afghanistan	47	25.7
Distance	19	10.4
Economically Not Beneficial	22	12.0
Political Instability	95	51.9
Total	183	100.0

There was a consensus on this question in all the three chambers of commerce that the main factor responsible for the absence of Malaysian investors in Afghanistan is the continuation of war and political instability. The respondents have overwhelmingly endorsed the initial assumption by choosing the political instability as the main factor responsible for the lack of initiative on the part of Malaysian investors to invest in or inter in to commercial agreements with individual companies or the government of Afghanistan.<sup>5</sup>

In order to get a better insight in the distribution of responses among various chambers, we shall have a look in the cross table of these two variables, table (3.2.5-D). Approximately 50 percent of respondents in each chamber have indicated the political instability as the main factor responsible for the absence of Malaysian investors in Afghanistan. "Lack of information" as another factor is indicated in the second place followed by "economically not beneficial" and "Distance". The responses in each chamber

<sup>5</sup> It was after this finding that the answers were found as to why the majority of the respondents had chosen either less aware or not aware in answering the previous two questions regarding the mineral resources of Afghanistan and the investment preference of Malaysian investors in Afghanistan.



are highly consistent with what have been pointed out by various chambers during the interviews.

**Investment in Afghanistan, Absence of Malaysian Investors in the Economic Development of Afghanistan \* Membership of Chambers of Commerce Table (3.2.5-D)**

Absence of Malaysian Investors in the Economic Development of Afghanistan		Membership of Chambers of Commerce			Total
		Malay Chamber of Commerce and Industry Malaysia	Associated Chinese Chamber of Commerce and Industry Malaysia	Indian Chamber of Commerce and Industry Malaysia	
	Lack of information about Afghanistan	26.5	24.5	25.6	25.6
	Distance	10.8	13.1	5.1	10.3
	Economically Not Beneficial	10.8	11.4	15.3	12.0
	Political Instability	51.8	50.8	53.8	51.9
	Total	99.9	99.8	99.8	99.8

Table (3.2.5-E) indicates the frequency of responses in different managerial positions. It is seen that in all levels beginning from chief executive, the frequency of responses is very high for variable, "political instability". Once again it reconfirms the initial assumption that political instability has played an important role keeping Malaysian investors away from the country.

**Frequency of responses to the absence of Malaysian Investors in the Economic Development of Afghanistan \* Management Position, table (3.2.5-E)**

	Chief Executive	Executive Officer	Manager	Directing Manager	Director	Other	Total
Lack of Afghanistan	9	13	5	11	5	3	46
Distance	5	6	2	3	2	1	19
Economically Not Beneficial	5	7	4	1	3	2	22
Political Instability	23	25	16	9	11	10	94
Total	42	51	27	24	21	16	181

An important objective of this research was to determine the level of information among Malaysian investors about Afghanistan. Question No. 10 was designed with this perspective, and the respondents were asked to identify the country with two of the largest mineral deposits listed in the question.<sup>6</sup> The responses are analyzed in table (3.2.5-F) below.

**Percentage of responses table (3.2.5-F)**

Countries	Responses	
	Frequency	Percent
Argentina	81	44.3
Peru	11	6.0
Uzbekistan	52	28.4
<b>Afghanistan</b>	<b>39</b>	<b>21.3</b>
Total	183	100.0

Table (3.2.5-F) shows that 144 counts/79.7 percent of the respondents miss the right answer, reconfirming the initial findings of this research about the low level of information about Afghanistan among Malaysian investors.

However, a new phenomenon was observed during the cross table of the responses with various chambers, table (3.2.5-G). It shows that larger number of respondents from Indian Chamber of Commerce have selected the right answer, indicating the higher level of familiarity with Afghanistan among Indian Investors. Although, this result is in contradiction with the initial finding, a higher level of information for Malay Investors, it is yet to be seen if any other factor has come to play.

<sup>6</sup> Survey by World Bank and the United Nations have confirmed the presence of world largest copper deposit and world's second largest iron deposit in Afghanistan.

**Membership of Chambers of Commerce \* Mineral Resources of Afghanistan (largest (Copper & Second largest Iron deposit) table (3.2.5-G)**

Membership of Chambers of Commerce	Mineral Resources of Afghanistan (largest Copper & Second largest Iron deposit)				Total
	Argentina	Peru	Uzbekistan	Afghanistan	
Malay Chamber of Commerce and Industry Malaysia	46.9	6.0	27.7	19.2	100
Associated Chinese Chamber of Commerce and Industry Malaysia	52.2	3.2	21.3	22.9	100
Indian Chamber of Commerce and Industry Malaysia	25.6	10.2	41.0	23.0	100
Total	44.2	6.0	28.4	21.3	100

Further, analysis of the data in a cross table between the managerial positions and the number of responses reaffirms the previous findings that respondents in the higher echelons of administrations are larger in number, indicating the higher level of information in the higher administrative positions among Malaysian investors, irrespective of their chambers, table (3.2.5-H).

**Management Position \* Mineral Resources (largest Copper & Second largest Iron deposit) table (3.2.5-H)**

Management Position	Argentina	Peru	Uzbekistan	Afghanistan	Total
Chief Executive	17	3	13	9	42
Executive Officer	26	1	12	12	51
Manager	9	2	11	5	27
Directing Manager	12		7	5	24
Director	8	3	6	4	21
Other	8	1	3	4	16
Total	80	10	52	39	181

3.2.6 Trade Potential of Afghanistan and Knowledge of Respondents.

Respondents were asked to indicate the shortest rout to vast markets Central Asia. It was observed That 28.4 percent of the respondents have chosen correct answer, which is comparatively low rate of response similar to previous outcomes, table (3.2.6-A). <sup>7</sup>

**Southeast Asia and the Shortest Trade Root Central Asia's Markets table (3.2.6-A)**

		Frequency	Percent
	Southeast Asia-Bandar Abbas-Central Asia	100	54.6
	Southeast Asia-Vladivostok -Central Asia	30	16.4
	Southeast Asia- Karachi- Afghanistan- Central Asia	63	34.4
	Total	182	99.5
Missing	12.00	1	.5
Total		183	100.0

A tabulation of membership of chambers and to the given responses reveals quit similar outcome to previous results. For instance, larger percentage of Malay Entrepreneurs has attempted the correct answered, and at the same time lower level of information about Afghanistan among the respondents is quit oblivious in the analysis, table (3.2.6-B).

<sup>7</sup> The first option (Southeast Asia-Bandar Abbas-Central Asia) and the third option (Southeast Asia- Karachi- Afghanistan- Central Asia), which is the correct answer, are similar and could be misleading to the respondents. The larger group of respondents chosing the first option could be as a resull of this similarity.

**Membership of Chambers of Commerce \* Shortest Trade Root to Central Asia's Markets table (3.2.6-B)**

Membership of Chambers of Commerce		Southeast Asia and the Shortest Trade Root Central Asia's Markets			Total
		Southeast Asia-Bandar Abbas-Central Asia	Southeast Asia-weladivastik Central Asia	Southeast Asia-Karachi- Afghanistan-Central Asia	
	Malay Chamber of Commerce and Industry Malaysia	59.03	14.4	39.7	100
	Associated Chinese Chamber of Commerce and Industry Malaysia	55.7	13.11	31.1	100
	Indian Chamber of Commerce and Industry Malaysia	44.7	26.3	28.9	100
Total		54.6	16.3	34.4	100

Larger number of entrepreneurs in higher management positions have attempted the correct answer, indicating higher level of information in higher managerial positions, table (3.2.6-C).

**Shortest Trade Root to Central Asia's Markets \* Management Position table (3.2.6-C)**

	Chief Executive	Executive Officer	Manager	Directing Manager	Director	Other	
Southeast Asia-Bander Abbas-Central Asia	25	29	12	10	13	10	99
Southeast Asia-Veladi Vastik-Central Asia	8	8	5	5	2	2	30
Southeast Asia- Karachi-Afghanistan- Central Asia	9	14	10	9	5	4	51
	42	51	27	24	20	16	180

The outcome of analysis is consistent to our initial findings, confirming the low level of information about Afghanistan among the investors and business community with a comparatively higher score for Malay entrepreneurs, and larger number of entrepreneurs in higher managerial positions with higher level of information, table (3.2.6-A), table (3.2.6-B) and (3.2.6-C).

**3.2.7 Mineral Resources and Malaysian Industries:**

An interesting aspect of the research came to light when the responses for the final question in the questionnaire were analyzed. The respondents were asked to rank the importance of Afghan mineral resources to Malaysian Economy, a list of which was given in part B of the question. The rating scale in percentages was included in part A of the same question.

It was seen that none of the respondents had answered the question in full. Most of them had ranked one, two or at the most three of the minerals in the given percentage order. Initially, it was decided to disintegrate the question into 13 sub questions for the purpose of analysis. This idea appeared logical, since none of the respondent had tried the question in its full form. In fact each respondent had considered the mineral of his/her choice, discarding the rest of the thirteen minerals listed in the question. With the number of missing around 70 to 80 percent, it was realized that the analysis of thirteen sub questions will neither be realistic and nor logical for the purpose of conclusions and inferences. Thus it was decided to analyze it as one question, which subsequently yielded interesting outcomes, table (3.2.7-A).

**Responses to Usefulness of Afghan Resource to Malaysian Economy table (3.2.7-A)**

Usefulness of Resources		Rate of responses	
		Frequency	Percent
Valid	100%	52	28.4
	70%	95	51.9
	50%	28	15.3
	30%	7	3.8
	Total	182	99.5
Missing	12.00	1	.5
Total		183	100.0

Table (3.2.7-A) shows that 28.4 percent of the respondents rank the importance of Afghan mineral resources to 100 percent, while 51.9 percent of the respondents rank the usefulness of those minerals at 70 percents. The respondents have clearly and with an overwhelming majority have endorsed the usefulness of these mineral resources to Malaysian industries.

**Usefulness of Afghan Resource \* Membership of Chambers of Commerce table (3.2.7-B)**

Usefulness of Afghan Resource to Industrialized Zone of Southeast Asia.		Membership of Chambers of Commerce			Total
		Malay Chamber of Commerce and Industry Malaysia	Associated Chinese Chamber of Commerce and Industry Malaysia	Indian Chamber of Commerce and Industry Malaysia	
	100%	28.9	27.8	28.2	28.4
	70%	50.6	54.0	51.2	51.9
	50%	16.8	13.1	15.3	15.3
	30%	3.6	3.6	2.5	3.8
Total		100	100	97.4	182

The responses to question 13 shown in table (3.2.7-B) can be considered as an optimistic response scenario. 28.9 percent of members of Malay Chamber of Commerce have endorsed the 100% usefulness of Afghan resources to Malaysian Economy, followed by 28.2 percent of members of Indian Chamber of Commerce and 27.8 percent of members of Chinese Chamber of Commerce respectively. Accordingly 50.6 percent of Malay, 54.0 Chinese and 51.2 of Indian respondents have ranked the importance of Afghan mineral resources to Malaysian Economy at 70 percent.

Larger group of respondents giving an importance of 70 percent to mineral resources of Afghanistan followed by next group giving 100 percent importance. In view of little

variation between the percentage of responses in each chamber, a general consensus regarding the real importance and usefulness of Afghanistan's resources to Malaysian Economy can be concluded from this analysis, table (3.2.7-B)

**Usefulness of Afghan Resource \* Management Position table (3. 2.7-C)**

Management Position	Usefulness of Resource	Chief Executive	Executive Officer	Manager	Directing Manager	Director	Other	Total
	100%	13	14	7	7	6	5	52
	70%	21	29	16	11	11	7	95
	50%	5	7	3	5	2	4	26
	30%	2	1	1	1	2		7
Total		41	51	27	24	21	16	180

Table (3.2.7-C), shows the rate of importance of these mineral resources indicated by various managerial positions. Repeatedly it is observed that higher percentage of managers in the higher managerial positions have given higher degree of importance, which once again it supports the previous outcomes form table (3.2.7-A) and (3.2.7-B)

**Local entrepreneur \*Usefulness of Afghan Resource table (3.2.7-D)**

Type of business, International entrepreneurs		Rate of Importance				Total
		100%	70%	50%	30%	
	Textile	3	2	1		6
	Housing	1	13	2		16
	Infrastructure	5	7	2	1	15
	Power Generation	2	7	1		10
	Oil & Gas	2				2
	Steel Industry	2	9	4		15
	Auto-Mobile	1	1			2
	Electronic Manufacturing	7	5	1		13
	Electrical Manufacturing	6	9	2	1	18
Total		29	53	13	2	97



Table (3.2.7-D) and (3.2.7-E) respectively shows the rate of importance indicated by local and international entrepreneurs. Larger number of both, local and international entrepreneurs has confirmed the importance of mineral resources to Malaysian Economy.

**Usefulness of Afghan Resource \*International entrepreneur, Table (3.2.7-E)**

Type of business, local entrepreneur		Rate of importance				Total
		100%	70%	50%	30%	
	Textile	1	4	1	1	7
	Housing	4	1	1	1	7
	Infrastructure	4	10	1		15
	Power Generation	4	4			8
	Oil & Gas		2			2
	Telecommunication	1	1			2
	Steel industry		6	5	3	14
	Auto-Mobile	1	2			3
	Electronic Manufacturing	4	2	4		10
	Electrical Manufacturing	3	7	2		12
	Total	22	39	14	5	80

### 3.3 Conclusion:

The research actually started with a series of interviews in the Chambers of Commerce and Industry Malaysia, so as to visualize the realities on the ground and form the base for this unprecedented research. The Chamber’s suggestions and recommendations in this direction proved very useful in the due course research. The open-ended questions and interview sessions have contributed greatly to the success of the research

Consequently the instruments for the collection of data were designed in two phases: an interview with the Executive Teams of those chambers included in the research, and the collection of data through the distribution of questionnaire.

The questionnaire was designed in five parts in a combination of close and open-ended questions. The questionnaire was specifically designed to find out personal profile, evaluate the level of general information about Afghanistan and its economic potentials, mineral resources and the usefulness of these resources to Malaysian Economy.

The level of information about Afghanistan on the part of Malay Entrepreneurs greatly limited the construction of a comprehensive questionnaire. However, in view of Malaysian Chambers of Commerce and Industry being another viable channel of communication, it was decided to reach Malaysian entrepreneurs through the respective chambers of commerce, most of them stationed in Kuala Lumpur.

According to the percentage of the population in each chamber a sample of 200 hundred were selected in the Malay Chamber of commerce and Industry, 150 in the Chinese Chamber of Commerce and 100 in the Indian Chamber of commerce and Industry. Two methods were generally used in this research. First, reaching the population by mailing of questionnaires, second, direct meetings and interviews with the leaderships of the chambers of commerce and industries in Kuala Lumpur.

In scoring the questions, the percentage and frequencies were mainly used with the help of SPSS (computer software for data analysis) of in the analysis of the responses. Most of the responses were cross tabulated to membership of Chamber Commerce, types of business (International Entrepreneurship) and managerial positions

The findings of the research covered a wide range of issues. Majority of responses were received form Malay Chamber of commerce and Industry Malaysia, constituting 45.4 percent of total respondents. Companies, who see a role for themselves in the reconstruction and rehabilitation of Afghanistan, have shown more interest in answering the questionnaire. Respondents are either not informed or less informed about the mineral resources of Afghanistan and an important answer was found when the responses to another question in the questionnaire regarding the main factors for the absence of the Malaysian investors in Afghanistan was analyzed through SPSS. The data indicates that almost 52 percent of the respondents have indicated “political instability” as the main reason for the absence of Malaysian investors in Afghanistan. The second larger group has indicated “economically not beneficial” as the factor responsible for the absence of Malaysian investors.

A large group of respondents gave an importance of 70 percent to mineral resources of Afghanistan followed by next group giving 100 percent importance, therefore, a general consensus regarding the real importance and usefulness of Afghanistan’s resources to Malaysian Economy can be can be concluded from this analysis. Thus, the respondents

have clearly and with an overwhelming majority have endorsed the usefulness of these mineral resources to Malaysian industries.